



FLATBED FORUM



A bi-monthly newsletter for small business owners in flatbed transportation.

VOLUME 1, ISSUE 3 and 4 COMBINED

02.15.2019 / 3.1.2019

Top stories in this newsletter



Cost to an Owner Operator when Changing Carriers

Malone Truck Purchase Partnership Options



New Lincoln Sales Shop Open for Business in Cincinnati

Welcome to CRST!



Words of Advice for Success from Steven Bettis

SBO and Driver Team Member Anniversaries



Accessing Weekly Settlement Statements



Punxsutawney Phil Predicts Early Spring - Get Ready!



One Team. One Goal. Flat-out the Best.

Cost to an Owner-Operator when Changing Carriers by Scott Burmester, Director of Operations - Birmingham



Being an owner-operator can be a challenging and rewarding venture. We know that you often hear of other opportunities with other carriers that also seem lucrative. Our friends at ATBS broke down the cost of swapping carriers for owner operators in the summary below:

Three Weeks of Lost Revenue - When you swap carriers there is a period in which you are not bringing in revenue. This is the time-period that you are turning in your equipment, securement, satellite, and permit books. This time also includes attending orientation at the new carrier, having your truck inspected, bobtailing to your trailer, and getting your first load. ATBS estimates that this down time is approximately 3 weeks or **\$6000** lost.

Lost Revenue Getting Ramped Up - Often, the most successful contractors have been tenured with a company for an extended period. This is because they have a firm grip on the technology, customer base, business practices, and procedures of the company for which they work. There is a period of time in which a new contractor must learn these valuable tools in order to be successful. ATBS estimates that a contractor loses approximately **\$5000** getting up-to-speed learning the customer base, technology, business practices and procedures with their new carrier.

We do not believe that the grass is greener with other carriers, and **we want to be your home until you retire**. Your fleet manager is here to help if you find yourself in a situation where you are considering a swap, and we want to hear from you and see how we can help before you make a decision that could cost you **\$10,000 or more**. Furthermore, if you are a new contractor with us experiencing the woes of swapping to a new carrier, your fleet manager can help smooth out this process and minimize those costs. Please don't hesitate to reach out to your fleet manager or Operations Director with any questions or concerns.

Scott Burmester, Director of Operations - Birmingham, sburmester@crst.com or (205) 978-8725
Andy Krupa, Director of Operations - Cincinnati, akrupa@crst.com or (319) 739-4927
Ron Maynard, Director of Operations - Eldridge, rmaynard@crst.com or (563) 285-1870

CRST Lincoln Sales Cincinnati Shop - OPEN FOR BUSINESS!

Come one, come all, the CRST Lincoln Sales Cincinnati shop, located behind the BESL facility, is open for business! Services provided include orientation inspections, green sheets, and tractor and trailer PM/DOT inspections. The shop is open Monday through Friday from 7:00 AM until 3:30 PM.

Please visit us at 5700 Este Avenue, Cincinnati, OH 45232 or reach out to us at CINFOREMAN@crst.com and (319) 390-2699.



Knowing TODAY What You Are Doing TOMORROW Leads to the Success of Steven Bettis at CRST Malone



Steven Bettis has been a CRST Malone Contractor since December of 2012. His fleet manager, Dock Peppers, is based out of the Birmingham Office and states, 'xxxxxxx'. Steven is a consummate professional - he stays in touch with his fleet manager, picks up on-time, delivers on-time and communicates any issues that arise – as we know, there are bound to be issues while on the road! Steven's professionalism, dedication and work ethic are reflected in his pay as he's one of the top revenue producers at CRST Malone year after year.

Steven has been around trucks all his life. Before becoming an owner-operator, Steven spent eleven (11) years in the maintenance field with Freightliner, Kenworth, and his own road service company. Steven is married to Scarlet Bettis and they have seven (7) children: Amanda, Jessica, Shelby, Bricen, Billy, Gracie and Jesse. In his spare time, Steven enjoys restoring old muscle cars, fishing, and scuba diving.

Steven is more than willing to share words of advice to all the small business owners he meets along the way, and says one of the most important things to remember is that while it's easy to get discouraged when you have a bad week, do your best to stay positive. Stay preplanned and **know TODAY what you are doing TOMORROW!** Do not take shortcuts when it comes to safety and maintenance, be consistent and your settlements will reflect success.

Thank you, Steven and your family, for all that you do for us here at CRST Malone!

Accessing Owner-Operator Weekly Settlement Statements by Toni Sullivan, Settlement Department Supervisor



There are several important things to Owner-Operators in trucking: great equipment, great freight, great rates, working with a great trucking company and great pay. Great pay and being able to view weekly statements on settlements day is an important part of understanding, maintaining and operating your business. CRST Malone ensures that statements are available for all owner-operators by US mail or through online statement access.

For those operators who prefer receiving paper copies of their statements, we mail copies to your home address or P.O. box weekly upon request. We also provide the opportunity to view your statements online through the CRSTPAY website. On this website owner-operators can view current and past settlement statements.

The web address to access the CRSTPAY website is <https://driverpay.crst.com>.

The login screen is shown above and will require for the following information:

USER ID: OWNER PAY ID #
PASSWORD: FULL SSN, EIN OR FID # (enter w/no dashes or spaces)

Once logged on, the website provides a calendar that allows you to select the statement date you want to view. The website provides statement up to 14 months prior to the current date. Statements can be printed from this website or downloaded as a file to your computer. Downloading a file is a helpful way to provide copies of your statements to your bookkeeper or accountant for quarterly, or yearly, tax preparation.

DO YOU NEED HELP ACCESSING THESE DOCUMENTS??

Contact the Settlement or Accounting Departments for help through this process. You may reach us by calling (800) 366-6350 or (205) 978-7475.

We look forward to hearing from you and:

DRIVE SAFELY ON PURPOSE!!!!!!!

Punxsutawney Phil Predicts Early Spring as Freight Picks Up and the Market Thaws by Maria Gilbert, Pricing Manager



It may not feel like it in several parts of the states, but Spring is right around the corner and I'm with Punxsutawney Phil - expect Spring early! We're already seeing an uptick in our available freight over the past couple of weeks and overall, fewer layovers than we experienced in December and January. While we ended January with an average rate per mile of \$2.45, our preliminary average rate per mile at the end of February is up by \$0.02 per mile at \$2.47. As the weather thaws, so too does the market and we can expect our shippers to begin ramping up their productions and shipments for the Spring and Summer shipping months very soon.

This is the perfect time to look at where you're physically positioned and if you're in a good place to take advantage of high density freight at above average rates. If you find yourself west of the Mississippi river, speak to a customer service representative and get yourself into a position in the Midwest or Southeast to take advantage of dense freight opportunities. Over the next month or so we'll begin looking at more regional, localized business in and around GA, KY, OH and TX with opportunities to make it to or through the house a couple times a week, at least. If you're interested in these opportunities please reach out to Andy Krupa, Director of Customer Service, at akrupa@crst.com or call him at (319) 739-4927 to discuss upcoming opportunities and what you're looking for.

As always, don't hesitate to reach out to us directly with customer, rate or market questions at flatbedforum@crst.com.

One Team. One Goal. Flat-out the Best by Kevin Gibson, Capacity Development Director



Greetings from Cincinnati! This Forum is one of the many new initiatives our team has undertaken to keep our fleet up to date and in the know about all the great things happening in Flatbed. As we roll into the new year, the Development Team is aggressively mining for new opportunities in key markets. The entire team is working hard but we need your help. I encourage each of you to share your years of experience with us. You are the eyes and ears of this industry. Some of the best referrals and leads come from the men and women in the field. We are committed to providing a premier freight network for our contractors, more capacity for our agents, and added value to our customers. By combining our diverse backgrounds, industry knowledge, and skill, we will move the needle in 2019.

One team. One goal. Flat-out the best.

Safe Travels,

Kevin

Malone Truck Partnerships For Your Benefit

Malone is a 100% Owner-Operator Company. We offer lease purchase options to enable our contractors the ability to secure the equipment required for business owners to operate. Malone has partnered with several options for our contractors to secure that equipment. Even though down payments or credit may be required for some of these options, they give you the choice to make the decision that best fits your business needs and wants. Below are the partnered vendors in which we can assist with up to a \$2,500 down payment. Contact your Fleet Manager or Malone Recruiting for more information or assistance.



Wholesale Truck and Finance (WTF) (www.wtftrucks.com)

\$2,000 to \$5,000 Down

Premium 2000 Warranty, 2-year TA Maintenance plan, 1 set of virgin rubbers over life of lease. Trucks from 2007-2014. To be eligible for Malone's down-payment assistance program, six months prior flatbed experience is required.

Lone Mountain Leasing (www.lonemountaintruck.com)

Down Payments from \$3,000 to \$9,000

New Quality trucks, no balloon payment. Accepts trade-ins. An attractive option for existing contractors that have a truck to trade in or enough funds built up. Generally, represents lowest overall truck cost option.



HEC Leasing (www.hecleasing.com)

\$3,500 - \$6,000 Down

2015-2017 Cascadia DD13 Engine Ultra-Shift Auto and Peterbilt 587. Balance of manufacturer warranty, Compass Warranty Engine Coverage XLT Package. Good potential option for contractors looking for auto-shift options while keeping newer trucks with fleet maintenance history.

Bulldog Truck Sales (<https://www.bulldogtrucksales.com/>)

\$3,500 Down

A variety of late model equipment to choose from. Flexible credit score options available for existing contractors. NTP Warranty and Emissions warranty available. Visit their website for a listing of available trucks.



Welcome the Newest Small Business Owners and Driver Team Members to CRST Flatbed!



We extend our sincere appreciation to the newest Small Business Owners and Drivers for choosing CRST Flatbed as their team. When choosing CRST Flatbed these SBO's and Drivers have chosen quality freight at above average rates, customer service, reliability and support to be the backbone of their business!

| | | | | |
|--|---|--|---|--|
| Tristan Ray, Feb. 1 st | Clayton Barnes, Feb. 6 th | Dontarius Curry, Feb. 6 th | Isaac McCall, Feb. 6 th | Patrick Ryan, Feb. 6 th |
| Brandon Stewart, Feb. 7 th | Deshawn Bailey, Sr., Feb. 8 th | Robert Coyle, Feb. 8 th | Kevin McCoy, Feb. 8 th | Mark Floyd, Feb. 14 th |
| Shawn Floyd, Feb. 14 th | Troy Hewitt, Feb. 14 th | Corey Leonard, Feb. 14 th | Brandon Lincoln, Feb. 14 th | Jermel Little, Feb. 14 th |
| Richard Salisbury, Feb. 14 th | Mark Squires, Feb. 14 th | George Sutton Feb. 14 th | Benjamin Young, Feb. 14 th | Demaris Canady, Sr., Feb. 20 th |
| Kenneth Childress, Feb. 20 th | Kyle Evans, Feb. 20 th | Benjamin Fulton, Feb. 20 th | Christopher Gilreath, Feb. 20 th | Taylor Maharrey, Feb. 20 th |
| Henry Nickson, Jr., Feb. 20 th | Jeffrey Wintrow, Feb. 20 th | Raymond Worrall, Feb. 20 th | Devin Boyd, Feb. 21 st | Timothy Lane, Feb. 21 st |
| Lawrence Hardwicke, Jr., Feb. 22 nd | | William Bowden, Feb. 28 th | Roberto Diaz, Feb. 28 th | John Gibson, Feb. 28 th |
| Danny Gray, Feb. 28 th | Antwon Murphy, Feb. 28 th | | | |

CRST Flatbed Small Business Owner and Driver Team Member Anniversaries

| Name | Anniversary Date | Years of Service | Name | Anniversary Date | Years of Service |
|------------------------|------------------|------------------|-----------------------|------------------|------------------|
| Howard Miller | 1/12/1990 | 11 | James Lovetinsky | 1/15/2008 | 10 |
| Abe Green | 1/15/2010 | 9 | Edward Simmons | 1/12/2012 | 9 |
| John Kotsko, Jr. | 1/14/2015 | 8 | Jerry Gugat | 1/4/2016 | 7 |
| Gregory Booth | 1/6/2017 | 7 | Stephen Tutwiler | 1/10/2017 | 6 |
| Charles Bratcher, III | 1/11/2017 | 6 | Dave Caudill | 1/11/2017 | 5 |
| Lance Lindsey | 1/13/2017 | 5 | Jeremy Smith | 1/4/2018 | 4 |
| Arthur Bradley, III | 1/4/2018 | 4 | Ronnie Brown, Sr. | 1/4/2018 | 4 |
| Vergie Moore | 1/4/2018 | 4 | David Gonzalez | 1/4/2018 | 4 |
| Joshua Riley | 1/5/2018 | 3 | Daunt Hamilton | 1/5/2018 | 3 |
| Myron Baker, Jr. | 1/5/2018 | 3 | Joey Joyce | 1/5/2018 | 3 |
| Lowell Tackett | 1/5/2018 | 3 | Thomas Holdgrafer | 1/11/2018 | 3 |
| Jose Sanchez, Jr. | 1/11/2018 | 3 | Roger Thompson | 1/11/2018 | 3 |
| Kelvin Busby | 1/11/2018 | 3 | James Farrar | 1/11/2018 | 2 |
| Joshua Williams | 1/11/2018 | 2 | John Williams | 1/11/2018 | 2 |
| James Crutchfield | 1/11/2018 | 2 | Claude (Sonny) Carl | 1/11/2018 | 2 |
| Frederick Lucky, Jr. | 1/11/2018 | 1 | James Davidson | 1/11/2018 | 1 |
| Randy Albert | 1/11/2018 | 1 | Brandon Ousley | 1/11/2018 | 1 |
| Jon Mouser | 1/11/2018 | 1 | Kevin Scott | 1/11/2018 | 1 |
| Anwar Christopher, Sr. | 1/11/2018 | 1 | Woodrow Phillips, Jr. | 1/11/2018 | 1 |
| Jonathon Brown | 1/11/2018 | 1 | Matthew Parnow | 1/11/2018 | 1 |
| Antonio Powell | 1/11/2018 | 1 | Elliott Lowe | 1/11/2018 | 1 |
| Jamey Rodgers | 1/11/2018 | 1 | | | |

Thank you to Steven Bettis of Truck M1039 for providing this month's cover truck!

Would you like your truck to be the newsletter cover truck? Send us a picture of your truck and trailer, sideview, loaded or empty to flatbedforum@crst.com! #GOFLATOUT

Is there information you would like to see in the newsletter? Anything that would be beneficial to you or your family? Send requests, comments and suggestions to flatbedforum@crst.com. We're looking forward to hearing from you!

CRST Malone, Inc.
flatbedforum@crst.com
601 Vestavia Parkway, Ste. 200,
Vestavia Hills, AL 35216
(205) 978-7475